

Mr. Paul Curtis
Director
Edensilk Pty Ltd.
Suite 1, 40 Stuart St.
Maylands WA 6051

Dear Paul,

Following on from the completion of our Sales Training Program I thought it would be appropriate for me to convey my thoughts to you.

After some initial scepticism from our Sales Team, the unanimous conclusion was that the Edensilk Program was a great benefit to all concerned. Most felt that the program introduced some new elements, which will be a huge advantage to them in the future. However, all participants agreed that you were able to reinforce the basic principals in a clear, concise and calm manner presenting the various elements in an uncomplicated order and with a very logical outcome. In particular I think they all have become more proficient through better planning and time management. We have certainly improved our number of interviews and I'm certain that our conversion rate has improved.

On a personal note I found the sessions that I attended to be very informative and I could sense a feeling of anticipation and excitement in the room, which can be a rarity when confronted by a compulsory Training Session. Your " Best 48 Minute Time Management Program" is in use and has eliminated most, if not all, the major distractions we were experiencing within the Sales Team. I have also adopted the system and found it has improved my productivity immensely.

Paul, thank you also for your assistance with our Recruitment, we have found a super star or two. The system certainly sorts out the winners from the rest and by eliminating any uncertainty in the process, will maximise our recruitment time and uncover some dynamic Sales people. Once again Paul thanks for your assistance over the past year, I have found both you and your staff extremely professional and courteous. With kind regards.

Sincerely



Allan Blair
Marketing Manager